



**A SYSTEM FOR REDUCING THE RISK ASSOCIATED WITH AN INSURED
BUILDING STRUCTURE THROUGH THE INCORPORATION OF SELECTED
TECHNOLOGIES**

BACKGROUND OF THE INVENTION

1. Field of the Invention

[0001] This invention relates to a method and computerized system for creating, publishing, underwriting, selling and managing insurance products, the issuance criteria and premium, for which, is based upon the technology utilized in connection with the insurable interest.

2. Description of the Prior Art

[0002] Underwriting is the process of establishing insurability and premium levels that will economically and profitably transfer risk from a policyholder to an insurance company. In determining insurability and premium, insurance carriers take into account such factors as profit goals, competition, legal restrictions and the costs associated with losses (claims costs), loss adjustment expenses (claim settlements), operational expenses (commission and brokerage fees), general administrative expenses, and the cost of capital.

[0003] More particularly, an insurance carrier typically assesses a unit of exposure on the basis of a premium, known and predicted exposure, and loss and expense experience. In this

5 manner carriers establish the basis of potential loss and the general direction of trends in
insurance claim costs. In setting and subsequently adjusting which risks to underwrite and the
premium a carrier catalogs by time and place, accidents as well as changes in claim costs, claim
frequencies, loss exposures, expenses and premiums; the impact of catastrophes on the premium
rates; the effect of salvage and subrogation, coinsurance, coverage limits, deductibles, coverage
10 limitations or type of risks that may affect the frequency or severity of claims; changes in the
underwriting process, claims handling, case reserves and marketing practices that affect the
experience; impact of external influences on the future experience, including the judicial
environment, regulatory and legislative changes, fund availability, and the modifications that
reflect the impact of individual risk rating plans on the overall experience. However, notably
15 absent from the factors customarily taken into account and one of the most profound influences
in loss experience is the effect of technology. Therefore, an underwriting process that considers
the continuing technology revolution would be anticipated to better assess loss ratios for
insurable interests.

20 [0004] It is widely assumed that using various technologies may reduce the risks of loss
associated with building structures, generally. Consequently, state, local and national
construction codes affecting such things as structural requirements, electrical standards,
plumbing and paint are constantly being advanced. For example, home building codes
throughout the United States have placed a minimum standard on requirements for construction
25 to assure a minimally safe habitation and structural integrity under typical local conditions for
geologic and meteorological occurrences. Beyond the requirements imposed through legal
regulation, property owners may also employ systems that further militate against one or another

5 loss or hazard. For well over a generation, home security systems have been utilized to reduce losses from dwelling break-ins. Many fire alarm systems automatically call fire stations minimizing fire damage and reducing human loss through early detection and central alarm at the appropriate responder location. In addition to fire notification, flame-retardants are in wide use to reduce damage from fire. In some instances one technology replaces another as to improve a
10 condition that is inherently dangerous, but the replacement technology retains the fundamental objective of reducing damage. For example, asbestos has been virtually banned as a building material in favor of flame retarding products as a means for reducing fire hazards. As new hazards are discovered, newer technology will be incorporated to achieve the benefits of a safer society.

15
[0005] From a baseline related to minimum code requirements, underwriters of property and casualty insurance factor into the risk/loss proposition items that relate to the structure to be insured (by way of example, the year of construction, type of construction, area, roof materials, egresses, the property's physical address, its proximity to fire apparatuses such as fire hydrants
20 or fire stations, proximity to environmental hazards, such as superfund dumps, large bodies of water and its current market and replacement value). Underwriters also take into account items not directly related to the physical properties of the insurable interest, but that have been statistically shown to correlate with risk/loss (by way of example, the insured's credit rating, age of the property owners, and the insured's prior claim history).

5 **[0006]** Contemporary underwriting practice is typically reduced to a binary choice to
issue or not to issue a policy of insurance based upon the aggregate of statistically relevant
underwriting criteria, rather than producing insurance products tailored to combinations of risk
reduction technology. As such, the benefits of a class of technology may not be adequately
considered during the underwriting process. Significantly, the range of efficacies associated with
10 specific technologies within a class of technologies are ignored as a salient fact.

[0007] A prime example might be an underwriting practice that does not factor in the
functional details of available sensor technology such as by way of example, the type and
corresponding unique features of the spectrum of smoke detectors, fire detectors, intrusion
15 systems, radiation, chemical or biological hazard detectors (such as the detection of disease
producing infectious agents, causing viral infections or the presence of allergens related to
common allergies and forms of sinusitis). Other examples of sensing potential damaging
situations are: water level or leakage detectors, vibration detectors, and meteorological
conditions.

20
 [0008] Also, the current insurance underwriting practice does not factor in details on
various actively responsive technologies that are currently available such as by way of example,
the type (i.e. specific functionality) of sprinkler system, the presence of a chemical release
system to, for instance, release fungicides to kill mold spores or water pumping systems to
25 remove damaging water or products that communicate medical emergencies. Nor does the
current insurance underwriting practice discriminate between self-reports by the potential insured

5 of extant technology and actual, continuous functionality (monitoring) of relevant technology designed to reduce damage/risks.

[0009] Products as familiar as the common home alarm system or security lighting, to the less common sensors attached to screens and windows, would be considered the kinds of products that are readily available by today's consumer. Overlooked however are the safety advantages of slip-less floor covering, outside walkways constructed from materials that insure against the accumulation of ice and snow and/or have high friction qualities due to the materials of constructions. However, in the future there will be a wide variety of products that detect and/or ameliorate all forms of hazards to property and health that will be available and utilized depending upon the value, as well as the incentives provided, such as through less expensive insurance premiums.

[0010] The insurance industry has long recognized the risk reduction concomitant to the incorporation of certain products in buildings. Certain products keep loss premium ratios down as well as providing a benefit to the property owners in terms of reduced property loss and improved health.

[0011] Thousands of separate and distinct materials and products are employed in the construction of homes and commercial buildings. Large numbers of such building products have a significant impact upon personal safety and the ability of the structure to withstand catastrophic events. Architects, builders and home owners have considerable opportunity to chose among

5 diverse products that might for purposes of discussion be separated into categories such as building materials, sensor technologies and responder technologies. An exhaustive list of products from those categories, alone pertaining to loss prevention and mitigation could reasonably be expected to run into the millions of combination (e.g. more than 100 different materials times, 100 different sensor technologies times 100 different responder technologies).

10 Various specific combinations may have corresponding efficacies with regard to the amelioration of loss. In each instance, the consumer would anticipate a corresponding premium to reflect the expected loss ratios attendant to using a particular product or combination of products (and might be influenced to make more economically sound judgments in incorporating materials/technologies that reduce damage/risk, if the benefit of such choices could be clearly

15 articulated in costs savings from reduced premiums over the life of the material/technology in question).

[0012] However, the insurance industry generally does not factor into its actuarial computations or underwriting rules the reduction in risk with sufficient specificity to affect

20 premiums or expand coverage that can be underwritten within acceptable loss premium ratios (either by increasing specificity as to exclusions, qualifying risk allocation based upon risk reduction technology or providing extended coverage under excess premium conditions). Nor does the industry publish or otherwise make available to the consumer sufficient information on the underwriting process to allow the consumer to adequately select militating technology that

25 could result in significant costs savings, both to the consumer and the insurance underwriter. In as much as classical underwriting depends to a large degree on statistics surrounding conditions relevant to loss, the difficulty in utilizing technologic innovation in the actuarial computations

5 has to do with the small sample sizes and/or lack of data on the ameliorating effect of a particular technology.

[0013] As apparent, the salient combination of technologies utilized in a building may be vast, and searching for specific combinations and relating them to loss ratio and premiums is a time consuming process utilizing current information processing systems. Nonetheless, such
10 systems may feasibly be handled with such technologies as neural networks as discussed in such patents as U.S. patent 5,696,907 and U.S. patent 5,893,072.

15

SUMMARY OF THE INVENTION

[0014] The invention herein disclosed deals with insurance products, systems and
20 methods that treat the management of risk, relating to specified, yet unknown, future events. Insurance underwriters specify a particular product relating to an event or phenomenon for which there is a range of possible future outcomes. The related insurance company then offers an insurance contract relating to the predetermined phenomenon and corresponding range of outcomes based upon a range of efficacies of suitable technology within a class of technology.
25 The offered contracts specify a requirement or an incentive to employ a particular technology to militate against loss entitlement and specify the maximum policies insurance limits with and

5 without the militating technology at the future time a claim is made and a consideration or
premium payable upon binding. Such invention may be expressed in terms of an underwriting
system/process for determining issuance of insurance and calculation of premium for a single
insurable interest or a system/process for calculation and presentation of multiple underwriting
options/end-states based upon the use of a plurality of technologies incorporated into the
10 insurable interest to militate against loss.

[0015] Expert computer systems, which may include decision trees, neural networks and
statistical inference engines, have the ability to store information, interpret the information and
draw inferences based upon the information such as received from sensors and descriptors of loss
15 mitigation technology. The general architecture of an expert system involves a problem
dependent set of data declarations called the knowledge base, and a problem independent
program which is called the inference engine. The data collected from sensors or other
quantifications of loss mitigation technology such as been described hereinabove can provide the
information, from which data declarations can be constructed and classifications of the best
20 practice loss mitigation technology for a given insurable interest may be determined. Pattern
recognition systems, such as utilized in the form of neural networks, provide for a large
theoretical basis for these types of systems. In general see, Principles of Expert Systems edited
by A. Gupta et al., and published by IEEE Press(1988). By employing an expert system an
individual has the benefit of a system that can provide qualitative, nontrivial and high quality
25 solutions and answers to outcomes that depend on complex arrays or quantities of data. See also,
U. S. Pat. No. 5,023,785, R.F. Adrion et. al. entitled Hematological-Diagnoses Apparatus
Employing Expert System Technology, which describes a system within the class of expert

5 systems that may be adapted to deal with complex arrays or quantities of data as may be required in some applications of this invention. These systems can benefit the analysis of data collection, analysis, and diagnosis in complex insurance industry applications, especially when dealing across entire spectrums of loss mitigation classifications.

10 **[0016]** A classifier for improving methods of insurance underwriting, which includes a processor having one or more inputs to receive data structures representing an a first unmitigated insurance underwriting risk pertaining to an identified building structure and a second mollified insurance underwriting risk on the assumption a certain technology will be employed in the building structure. The difference between these two data represents the incorporation of a

15 technology that aides in the reduction of casualty property losses (either through reduction of claim incidence or absolute claim costs). Each data structure forms a logical association that may represent a logical, qualitative, comparative or quantitative evaluation (collectively hereinafter referred to as a “difference”) which difference may be assigned a weight referred to as a weighted difference, between the first field representing an unmitigated risk, and the second field

20 representing a mollified risk. The plurality of data structures generate weighted differences to form a plurality of weighted outputs. At least one of the weighted output signals represents a class for the unmitigated risk/mollified risk, and the datum represents an input into a process that sums the weighted differences to generate a minimized risk for a building structure under consideration. Essentially, the processor utilizes the weighted differences to form a logical

25 association that may represent a logical, qualitative, comparative or quantitative evaluation (collectively hereinafter referred to as a “sum”) wherein the weighted sum of one or more inputs represents levels of risk, with and without the technology to reduce the risk. By way of example,

5 two (2) inputs, and one output might be the simple output from two risk levels, one with and one without the mitigating technology. The output is therefore: $W_0 * t_0 + W_1 * t_1 + K_b > 0$ for a risk having two different technologies incorporated into a hypothetical building structure and having a constant K resulting from non technology related losses.

10 **[0017]** Alternatively, a classifier for purposes of assigning combination of technologies existing in a building structure utilizes a decision tree. In this manner data structures representing the quantification of risk reduction attendant a given technology or product can be chained into a plurality of decision trees. In one aspect of the invention the decision tree provides for the creation of a decision tree that includes a construction phase and a pruning phase. The
15 construction phase requires that the set of building structures and corresponding combination of technologies be recursively partitioned into two or more subpartitions until a stopping criterion is met, and a classification assigned. The decision applies a splitting criterion to every node of the tree. These splitting criterion are determined by applying a predetermined rule or function that an underwriter applies to eventually place the applicant for insurance into a classification that is
20 then utilized as a factor in establishing the premium.

5 **[0018]** Each node may utilize any number of conventionally available analytical techniques for producing a splitting criterion. For example, each branch may be programmed to produce a weighted average (W_{1-N}) that may subsequently be applied in successive nodes and branches to influence the final risk classification.

10 **[0019]** In one aspect of the invention , the processor is programmed to impose a decision criterion based upon whether a set of technologies exist in a particular type of building structure. The partitioning eventually leads to specific types of coverages at specific premium levels, effectively pruning those “risk branches” that were amenable to insurance coverage under any set of underwriting parameters from those “risk branches” for which, risk reduction mechanisms
15 other than insurance are indicated. An alternate embodiment would incorporate a continuous function for the limit on W , values of which would selectively result in specific underwriting choices, exclusions or excess premium charges.

[0020] The invention herein also discloses a method for managing the underwriting,
20 quoting and binding of a property and casualty insurance policy for an insured with regard to the technology used to militate against certain insurance property losses. More particularly, the method of underwriting insurance takes into account technologies that militate against loss the method comprising the steps of: identifying a technology that improves a claim risk associated with a property loss against which an insured purchases insurance; advising the insured to obtain
25 the technology as a condition of obtaining insurance on the property as well as advising the insured of the insurance consequences of using specific technologies, which allows the insured to

5 perform a cost/benefit analysis; and providing an insurance policy that accounts for the
diminution of risk, or incorporates appropriate waivers, exclusions or riders, following
incorporation of the technology. Such method may be practiced in conjunction with the
evaluation and underwriting of a specific insurable interest or by presentation of the plurality of
technologies having the greatest influence on the underwriting criteria and premium calculation
10 in such a manner as to allow objective analysis of inclusion of a specific technology (cost)
against availability of risk insurance as a reduced premium over the life of the technology
(benefit). The methods of assessing the best practice loss mitigation technology also may benefit
architects and builders of structures who would gain design insights into best practices in the
construction of buildings. Such intended effects would have both safety and economic benefits
15 upon the incorporation of specific technologies.

5 **[0021]** A method for underwriting insurance takes into account technologies that militate
against loss through methodologies comprising the steps of: maintaining a database identifying a
plurality of technologies that reduce risk loss suitable for an associated building structure;
maintaining a database of risk mitigation associated with technologies and the associated
building structures; identifying a building structure comparable to the associated building
10 structure, that requires insurance; calculating the risk associated with the building structure that
requires insurance; and accounting for the risk reduction resulting from incorporation of at least
one technology into the building structure requiring insurance; a means for the creation of a
policy having exclusions appropriate for the structure and the incorporated risk reduction
technologies; and controlling a printing device to print a complete insurance policy based on the
15 subject building.

[0022] The invention herein includes an information processing system for underwriting
a potentially insurable risk, comprising: means providing first and second data bases, a terminal
device; a means for storing information relating to the potentially insurable risk in the first data
20 base; a means for storing information relating to the potentially insurable risk mitigated by a
technology in the second data base; a means for evaluating the information stored in the first data
and second data base and for identifying additional elements of information required for
evaluating the potentially insurable risk, and for requesting entry of said additional information
for subsequent storage in the first data base; a means for assigning a weight to at least one of the
25 selected elements of information from the first data base on the basis of predetermined
relationships existing between the elements of information in the first data base and
corresponding elements of information in the second data base; means for associating selected

- 5 elements of information from the first data base with corresponding elements of information previously stored in the second data base; means for displaying information corresponding to at least one of the selected elements of information from the associating selected elements of information; and means for determining at least one risk classification for the potentially insurable risk from the weights assigned to the elements of information in the first data base.

10

5 **[0023]** The information processing system for underwriting further comprises: a plurality
of terminal means to manage insurance accounts; a database processor means for storing
predetermined data, said database processor means being interconnected and responsive to each
of said plurality of terminal means; a processor means for managing the predetermined data, said
file processor means being interconnected and responsive to each of said plurality of terminal
10 means; an output means for producing documents in at least one of text, graphics, and electronic
transfer mode, said output means being interconnected and responsive to each of said plurality of
terminal means; and, an input means for receiving predetermined input data into said information
processing system, said input means being interconnected and responsive to each of said
plurality of terminal means; and, software means for configuring each of said plurality of
15 terminal means, database processor means, file processor means, output means, and input means
for, managing said technology insurance underwriting quoting, policy generation and binding of
insurance policies. The system for managing insurance accordingly may also be adapted to
output a specification of best practices to mitigate losses based upon the use of selected
technologies in the construction utilization within a subject building.

20

[0024] The invention herein also discloses a preferred embodiment for determining the
classification of risk and consequent premium for a structure that utilizes an array of available
technologies. The combinations for such technology driven structures is characteristically large
and the invention herein utilizes a neural network to determine the optimum risk loss and
25 premium. The neural network comprises an input layer, an output layer, and at least one hidden
layer, operable to produce outputs from said output layer when inputs are supplied to the input
layer of said neural network, said artificial neural network having been previously trained in

5 accordance with training exemplars of loss mitigation due to the incorporation of certain technologies establishing a particular knowledge domain therein. Such embodiment may have a resultant product that informs the production of a specific policy of insurance or may have a resultant product that quantitatively presents the economic effects (insurability or reduction in premium) associated with one or more technologies based upon a variable (or generic) insurable
10 risk profile (an abstract, rather than a specific insurable risk).

[0025] The methodology at arriving at the optimum premium comprises a method for performing risk analysis utilizing a neural network performing the steps of: collecting data on an efficacy of a first combination of technologies; applying the data to an input layer of the
15 network; training the network by optimizing the weighted connections of the network to an underwriting criteria that decreases the risk of an insurable interest such that weights are determined; applying a second combination of technologies to an input layer of the network classifying the second combination of technologies into ordinal values and categorical values; such that the classification represents an optimized premium estimation.

20

[0026] The invention herein also discloses a preferred embodiment for determining the classification of risk and consequent premium for a structure that utilizes an array of available technologies that are actively monitored for functionality. By way of example, in the simplest form such active monitoring may be a single or periodic physical inspection of the technologies
25 as self-reported by the potential insured, by a representative of the insurance underwriter, or third party technician with credentials acceptable to the insurance underwriter to confirm installation

5 and/or proper function. However, the invention encompasses more sophisticated real-time
polling of the technologies for “current status” functionality, with the resultant polling report
being an active input into the input layer of the neural net (allowing adjustment of insurability
status and premium calculation based upon the actual, as opposed to hypothetical, functionality
of the technologies). The invention also encompasses positive prevention attributes of
10 technologies, as well as simple monitoring, such that a specific technology may not only provide
an alert of a dangerous condition, but also take immediate remedial actions to militate such
condition with both the alert and remedial action being subject to real-time polling, such polling
being active inputs into the input layer of the neural net.

15

BRIEF DESCRIPTION OF THE DRAWING

[0028] FIG. 2a and FIG. 2b shows a block diagram of the logical organization of the methodology used in the invention as it relates to underwriting, quoting, and binding an insurance policy.

[0030] FIG. 3b shows a schematic of the process for classifying risk input data on the assumption a certain technology will be employed in the present invention.

[0032] FIG. 5 shows a table of building types and technological combinations.

20 DESCRIPTION OF THE INVENTION

NY/165840v1
NY\250066.1

5 will be understood that FIG. 1, illustrates an exemplary embodiment of a system 100 that may be used for implementing the principles of the present invention. In general, the system includes a local area network of terminals or workstations, database file servers, input devices and output devices configured by software for accumulating, processing, administering and analyzing insurance in an automated workflow environment. The system provides, for on-line quoting,
10 rating, and binding of insurance policies, electronic data transfer and the evaluation and access to the data relevant to technology pertinent to reducing costs associated with certain avoidable hazards and losses. The system also provides for publication of the quantitative effects of a single or a plurality of technologies upon the underwriting process, based upon generic inquiries specifying a range of variables related to technologies incorporated into the data stored on the
15 database file servers.

5 **[0035]** System 100 includes one or more terminals 110a-110n, each having a
corresponding CPU, such as CPU 106 which includes a display 103 and memory 104. The
terminals 110a-110n are used for underwriting, creating, selling and managing insurance
policies, the issuance and premium of which is based upon the technology utilized in connection
with the insurable interest. In addition, a database means 150 is interconnected to the terminals
10 110a-110n for storing predetermined rate data; output means 160 for producing documents in at
least one of text, graphics, and electronic transfer mode, said output means being interconnected
and responsive to each of said plurality of terminal means such as terminal means 110n; and, a
corresponding input means 108 for receiving predetermined input into said CPU 106, and a
software means (unshown) for configuring each of said plurality of terminals 110a-110n.

15

[0036] Output means 160 represents one or more devices, such as other facsimile
machines, photocopiers, etc., that have access to rate filings, which may be stored on database
150. Input source 115 also communicates with one or more network connections for receiving
data from a server 140 over network 120, e.g., a global computer communications network such
20 as the Internet, a wide area network, a metropolitan area network, a local area network, a
terrestrial broadcast system, a cable network, a satellite network, a wireless network, or a
telephone network, as well as portions or combinations of these and other types of networks.

[0037] Other servers 140, may be in communication with network 120 or may be in
25 direct communication with terminals 110a-110n. Server 140 and terminals 110a-110n are in
communication with database means 170 to obtain rate information, to store information related

5 to hazard ratings and for any suitable purpose in underwriting, creating, selling and managing
insurance policies, the issuance and premium of which, is based upon the technology utilized in
connection with the insurable interest or the publication of the quantitative effects a single or a
plurality of technologies have upon the underwriting process, and based upon generic inquiries
specifying a range of variables related to the technologies incorporated into the data stored on the
10 database means 170.

[0038] In addition to on-site databases, such as database means 150 and a remote data
base means 170, data may be provided from a data provider 180.

15 [0039] In a preferred embodiment, computer readable code executed by CPU 106 as
processing relates to terminals 110n may implement the coding and decoding employing the
principles of the present invention. Correspondingly, computer readable code executed by server
140 as processing relates to CPU 145 may implement coding and decoding employing the
principles of the present invention. In other embodiments, hardware circuitry may be used in
20 place of, or in combination with, software instructions to implement the invention. For example,
the elements illustrated herein may also be implemented as discrete hardware elements. As
would be appreciated, terminals 110a-110n and server 140 may be embodied in such means as a
general purpose or special purpose computing system, or may be a hardware configuration, such
as a dedicated logic circuit, integrated circuit, Programmable Array Logic (PAL), Application
25 Specific Integrated Circuit (ASIC), that provides known outputs in response to known inputs.

5 Referring to FIG. 2a and FIG. 2b, a flow chart illustrates the operation of a computer-
implemented software process 200 for underwriting, quoting, binding, issuing and managing
insurance policies, by an insurance carrier underwriter of a casualty insurance policy dependent
upon the technology existing within the insurable interest, in accordance with a preferred
embodiment of the present invention. Software process 200 is preferably implemented on a
10 workstation typical of the terminal 110a-110n such as illustrated in FIG. 1. In the present
instance, the System 100 allows users to access process 200 to perform underwriting functions;
quote policy coverages and premiums for insurance policies locally and from remote locations.

[0040] Although the following description will refer to a system for the generation of a
15 commercial property and casualty lines of insurance for building structures, an equivalent
process is applicable to any insurable interests where the underwriting criteria and the premium
are influenced by the absence or presence of technology. Such insurable interests are by way of
example only, residential premises, vehicles, marine craft and aircraft. In referring to FIG. 1 and
FIG. 2a, FIG 2b in a first step 202, through an input device 108, a user logs into process 200
20 through an associated terminal 110n having a display 103, that connects to a means 150,
providing first and second data bases. In the next step 204, utilizing the input device 108, the
user enters quotation information pertaining to the insured party for whom casualty insurance
dependent upon the technology is to be underwritten. Such information typically includes, the
name, address, telephone number of the insured party, the date the request for the quotation was
25 received, a description of the insured's operation and the standard industrial codes ("SIC"),
which are associated with the insured's business.

5 **[0041]** The System 100 and associated software process 200 maintains several means for storing databases such as means 150 and means 170. As will be apparent to those skilled in the art of programming the specific storage of databases utilized by the system 100 will present a design choice for the programmer. The description that follows may call out a database means attached to a user terminal such as 110n, but such database means as means 170 attached to
10 server 140 would also fall within the spirit of the inventions, in any instance where a database means were required.

[0042] A plurality of SIC records are stored in a database resident in a database means 150. Each of the SIC records are linked to underwriting guidelines (unshown) established and
15 filed by the insurance carrier. These criteria include guidelines related to minimum premiums, hazard rating, underwriting authority, and referral criteria.

[0043] The process 200 displays on display 103 a plurality of candidate risk modifiers, such as may be retrieved at points in the process as by way of example risk modifier 213, 215 or
20 217, each associated with one or more technologies that mitigate the risk of loss or hazards associated with the insurable business property. Step 204 records a selected risk modifier code 213 and related underwriting criteria associated with the business property and associated policy.

[0044] The process 200 proceeds to step 206, where the user enters into the process 200
25 the name of the carrier, and the coverage type and coverage limits of the insurance policy. Since the underlying insurance policy may have separate limits for general liability and specifically

5 named liability coverages, the insurance policy producer may enter separate primary coverage limits for general liability and specific liability coverages in this step. In step 206, the insurance policy producer enters the expiration dates of the proposed insurance contract and a description of the insured property.

10 **[0045]** In step 208, the process 200 retrieves from a first database resident in database means 150, public bureau rating information. The present invention maintains in database 150 information relating to the potentially insurable risk, mitigated by a technology. In step 210, the rating quoted is compared against a predetermined minimum technology-rating threshold 210 established by the carrier issuing the insurance offer quotation. The process 200 takes into
15 account the risk modification step 215, where a risk modifier code factors into the decision, the effects of mitigation of risk through the use of technology. If, as a result of this comparison, the system determines that the rating of the insurance carrier is below the predetermined threshold, the system proceeds to step 212, where the insurance underwriter is given the option to decline to issue a quotation or refer the submission to a managing authority for further consideration. If the
20 user declines to issue the quotation in step 212, then the system optionally generates a declination letter, indicating that no quote will be submitted for the casualty policy dependent upon technology; otherwise, the system proceeds to step 214 where the user is typically required to document reasons for writing coverage that does not meet minimum underwriting criteria.

25 **[0046]** In step 216, the system retrieves and displays underwriting guidelines associated with the SIC that were previously entered in step 204. The present invention maintains a

5 database residing on database means 150, which contains underwriting instructions and
guidelines, including minimum premiums, loss or hazard mitigation technology and hazard
rating instructions, corresponding to each SIC that a user might enter into the system in step 204.

[0047] The loss or hazard mitigation technology and hazard rating instructions contain
10 factors that are considered when associating a risk to a particular SIC. Based on this loss or
hazard mitigation technology and hazard rating information, the user selects one or more ratings
for the quotation in step 218. The selected loss or hazard mitigation technology and hazard
rating(s) are then stored in the process 200 database means 150 as part of the computer file
associated with the particular quotation. In step 219, the user may obtain a physical verification
15 of the use of certain risk mitigation technology for the insurable interest under consideration.

[0048] In step 220, the user chooses one or more of the coverage types which are
applicable to the casualty insurance policy, dependent upon the specific mitigation technology
being considered in the quote. Thus, for example, if the policy being quoted includes coverage
20 for premises/operations liability, the system would display 222 a range of risk modifiers 223 for
the selected coverage. A risk modifier 223 is used to indicate where the specific risk falls in
relation to a base or average risk for a given classification. In the present invention, the base risk
has two components, a first specific risk, historically associated with a structure, and a second
specific risk that mollifies the first risk dependent on the technology utilized. The risk modifier
25 223 is the result of the classification 217 of the various technologies that are applicable to the
building structure under consideration. The loss control programs and technology that the

5 insured institutes, essentially influences the magnitude of the risk modifier. In steps 224 the user selects one of the predetermined risk modifiers for the selected coverage, and then documents 226 the reasons (e.g., loss mitigation technology or loss control programs) for the specific risk modifier that the user selected. In step 228, the process may be repeated for each type of coverage dependent upon number or different technologies to be included as part of the 10 quotation.

[0049] In step 230, the system generates casualty insurance premium amounts corresponding to a plurality of different insurance attachment points. For each attachment point, the corresponding premium amount generated by the system is based on, among other things, a 15 minimum premium amount associated with the SIC input in step 204, the hazard rating code(s) selected in step 218, and the two risk modifier code(s) selected in steps 223 and 224, respectively. In a preferred embodiment, the premium amounts are generated in step 230 from a table stored on the process 200 database 150.

20 [0050] Next, in step 232, the user selects one or more of the attachment points generated in step 230 for quotation, and the system then generates a quotation describing the policy being quoted and stating a premium for the policy. The quotation is then communicated to the insured.

[0051] After the quotation is issued in step 232, the system awaits 234 a response to the quotation. In the event that the quotation is accepted, the system proceeds to step 238 where the 25 policy is thereafter bound. In the event a quotation 232 is not received in a time specified in the

5 quotation, the offer expires 236. The quotation may also be accepted with proposed amendment
240, which is there upon resubmitted via step 220 to re-quote the premium.

[0052] The method herein includes the automation of the collection of technology
strategies based in part on an automated decision support tool, for objective evaluation of data
10 relating to any collection related to decisions or activities, and a historical data warehouse, for
comparison to all other non technology based insurance underwriting.

[0053] The methodology herein includes systems which may perform active polling and
systems check utilizing communications systems such as the Internet, telephone or broadcast
15 transmissions in combination with other forms of communications.

[0054] In FIG. 3a a classification device, such as neural network, is trained to learn an
unknown function based on known inputs and corresponding outputs. Once the neural network
learns the unknown function, it is able to generate outputs for other sets of inputs. The invention
20 classifies risk based upon comparing an insurable interest, without the benefit of a technological
enhancement, against the same risk with a benefit of the technology have a risk reducing value.
In a preferred embodiment, a processor having one or more inputs to receive data structures
representing ~~an~~ a first unmitigated insurance underwriting risk pertaining to an identified
building structure and a second mollified insurance underwriting risk on the assumption a certain
25 technology will be employed. The second mollified insurance underwriting risk data represents
the incorporation of a technology that aides in the reduction of the financial consequences of

5 property loss. In one embodiment, each data structure typically forms a difference, referred to as
a weighted difference, between the first data field representing an unmitigated risk, and the
second data field representing a mollified risk. The plurality of data structures generate weighted
differences to form a plurality of weighted outputs. At least one of the weighted outputs
represent a class for the mollified risk, and the datum represents an input into a process that sums
10 all the weighted differences to generates a minimized risk for an insurable interest under
consideration. Such minimization processes are well-known in the art of neural network design
engineering. Essentially, the processor calculates the weighted sum of one or more inputs
representing levels of risk, with and without the technology to reduce the risk.

15 [0055] By way of example, referring to FIG. 3a having two (2) inputs t_0 303 and t_1 304 ,
and one output 305, represents the simple output from two risk levels, one with and one without
the mitigating technology. The output is therefore: $W_0 * t_0 + W_1 * t_1 + K_b > 0$ for a risk having
two different technologies, t_{10} and t_2 incorporated into a hypothetical insurable interest such as a
building structure and having a constant K_b resulting from non technology related losses.

20

[0056] In a preferred embodiment, FIG 3a illustrates a neural network classifier for
categorizing and weighing risk data, for identified technology used in a building. The classifier
employs modeling algorithms executed to generate data indicative of the predictive risk.

The classifier categorizes and weighs risk data representing for first unmitigated insurance risk
25 304 and a second mollified insurance risk 303 based upon the use of certain technology. Inputs
303 and 304 are multiplied by a pre assigned weights, 308 and 309 respectively. At the summing

5 junction 307, the data forms a difference, referred to as a weighted difference, between the
unmitigated risk 304 and the mollified risk 303. A plurality of such weighted differences are
summed in a processor 302 having a sigmoid transfer function such that when the output 305 is
back propagated at 306, the weighted difference generates a minimized risk for a building
structure under consideration. Essentially, a processor operates to calculate the weighted sum of
10 one or more inputs representing levels of risk, with and without the technology to reduce the risk.
By way of example, consider the two (2) inputs 303 and 304 generating output 305 which data
represents the summation: $W_0 * t_0 + W_1 * t_1 + K_b > 0$ for a risk having two different technologies,
 t_1 and t_2 incorporated into a hypothetical building structure and having a constant K resulting
from a non technology related loss.

15

[0057] In order to adjust the premium base on mitigation technology, such as required,
for example, in step 223, FIG. 2, a preferred method of classification as illustrated by the
schematic in FIG. 3b. The classification method comprises the steps of generating a plurality of
technology mitigation variables, wherein each of the technology mitigation variables
20 corresponds to an underwriting classification commonly utilized to underwrite an insurance
policy. The classifier generates a plurality of actual loss data from building structures that do not
contain the mitigation technology, wherein each of the actual loss data is indicative of the actual
loss of a plurality of policyholders. The classifier further: (1) generates a plurality of premiums,
wherein each premium in the plurality of premiums is indicative of the premium charged to one
25 of a plurality of policyholders; (2) generates a plurality of actual technology mitigation loss ratio
data, wherein each of the actual loss ratio data is indicative of the actual loss ratio of one of the
plurality of policyholders; (3) generates depending upon the plurality of underwriting

5 classification plan variable values and upon said actual loss ratio data, a plurality of predicted
loss ratio data, wherein the predicted loss ratio data, is indicative of a predicted loss ratio of one
of the plurality of policy holders; and (4) generates, depending upon said plurality of
underwriting classification value data, said actual loss ratio data and said predicted loss ratio
data, which are indicative of a difference between the predicted loss ratio and the actual loss ratio
10 of one of the plurality of policyholders.

5 **[0058]** FIG. 3b shows a neural network 300 used as an apparatus to classify multiple technologies that support the mitigation of loss consequent to the employment of technology. As well known in the art, computational processing units, such as 310a through 310n and 330, are grouped into layers, wherein the output signals from primary layers form input signals in secondary layers. The neural network 300 inputs 312a and 312n, have a one-to-one
10 correspondence with technology mitigation data. Inputs 314a and 314n have a one-to-one correspondence with underwriting data that does not included technology mitigation data. These sets of data form the input layer for processing unit 310a through processing unit 310n, respectively. Processor 310a, receives input data 312a and 314a and generates output data 316a representing a computation performed in accordance with a transfer function, such as a
15 summation function, programmed or designed into the nonlinear element of the processor 318a-318n. A connection from a first processing unit 310a output 316sa is combined with a comparable one or more of a multiplicity of processing units, such as by way of example 310n having an output 316n, which forms input data to a third processing unit 330. Optionally output 317 can be feedback or back propagated into the processing units 310a - 310n via switch 317.

20

 [0059] In an alternate embodiment of the invention herein, Fig. 4 is a classifier 400 that assists in carrying out the foregoing method, and assists in the performance of the step 213, 215, and 217, FIG. 2, to predict loss based on the mitigation of a technology and thereby determine a requisite premium.

5 **[0060]** In the overview, a database of vectors 403 representing combinations of technologies used in a construction of a building are assigned magnitudes representative of their efficiency to create a favorable loss experience as loss relates to one or more insurable occurrences. Each vector in the database 403 is utilized in a neural network as a training set. The training set calculates a set of weights that when utilized with other actual proposed
10 constructions an a posteriori vector representing a potentially insurable interest yields an approximate loss ratio.

[0061] The technology classifier contains a set of technology mitigation vectors in database 402 as combination variables, each specific to one building configuration. Essentially,
15 the vectors represent attributes of a plurality of technologies that reduce potential property loss. The technology mitigation vectors each contain a plurality of values. Note, that each of the technologies extant in database 402, 403 may be stored on databases, such as 150 or 170, (FIG.1). The vectors have an assigned premium or loss premium coefficient related to a loss ratio mitigation factor.

20

[0062] The network 401 utilizes inputs 405, which have a one-to-one correspondence with classification of mitigation technology values, to form an input layer 410, which has as its input mitigation of technology data stored in database 402 via line 415. Similarly, the classifier has an output 425, which generates data indicative of a predicted loss ratio. A single hidden layer
25 435 of neurons 440 couples input layer 410 to output layer 425.

5 **[0063]** Line 430b serves to adjust the weights in accordance with the weight adjustment data resident vectors in database 403. The controller 465 generates weight adjustment data on line 470, to establish the optimum weights in the layers 410 and 435. Technology mitigation data, which the controller 465 receives, are presented as inputs to the network 401 via line 415 during what is commonly referred to as the training mode for the neural network. The controller 10 465 receives the output signals of the network 401 on line 430b and compares them with the data indicative of the actual loss ratio received on a line 460. The actual loss, weight adjustment data is stored as a series of vectors, database 403 and form the input 460 to controller 465. Controller 465 adjusts the weights during the training process until the difference between the output signal on line 430b and the desired output signal on line 460 is reduced to a desired minimum.

15

[0064] When a input 450 received from database 451, representing a technology configuration of a possible insurable, it is passed to the controller 465 and then passed on to the neural network 401 whereby, the loss ratio is determined at 420, based upon the weights as previously trained during the training mode.

20

[0065] In FIG. 5 a table 500 and FIG. 6 a decision tree classifier 600 are utilized to assign combinations of technologies, employed in existing building structures to a classification, which then permits an underwriter to establish a premium. In this manner data structures representing the quantification of risk reduction attendant a given technology or product can be 25 chained into a plurality of decision trees. In one aspect of the invention the decision tree 600 includes a construction phase and a pruning phase. The construction phase requires that the set of

5 building structures and corresponding combination of technologies be recursively partitioned
into two or more subpartitions, until a stopping criterion is met and a classification assigned. The
decision applies a splitting criterion to every node of the tree. These splitting criteria are
determined by applying a predetermined rule or function that an underwriter applies to
eventually place the applicant for insurance into a classification that is then utilized as a factor in
10 establishing the premium.

[0066] Each node may utilize any number of conventionally available analytical
techniques for producing a splitting criterion. For example, each branch may be programmed to
produce a weighted average (W_{1-N}) that may subsequently be applied in successive nodes and
15 branches to influence the final risk classification. On the other hand, the decision criterion might
be a simple binary decision, where an attribute either exists or does not exist in the data set.

[0067] In one aspect of the invention, a processor (unshown) is programmed to impose a
decision criterion based upon whether a set of technologies exist in a particular type of building
20 structure. As such the invention is also a method for classifying risk reduction technology
comprising the steps of: storing data representing a training set in a memory, the data including a
multiplicity of entries each having a plurality of attributes, such as type of construction,
combinations of technologies and other relevant factors; and classifying the training set by
building a decision tree based on the attributes of the training set entries. Thereafter, a method
25 employed in classifying an underwriting risk utilizes the decision tree based on the attributes of
the training set. FIG. 5, table 500 tabulates hypothetical table entries 510 of building structures,

5 each of which are representative of a structure type 520. A structure type 520 may, by way of example, be a wood frame construction and in another instance be a masonry construction. Each of the differing type structures may include combination of technology 530 indicative of risk reducing technologies. When the type structure 520 is utilized in combination with a combination of technology 530, a class 540 and optionally a subclass 550 are assigned.

10 Subsequently, actual type structures having the identical combination of technology will be classified in accordance with the representative table 500 as falling within one of the class 540 and subclass 550. The foregoing table 500 may be utilized as data for any number of expert system analysis. For example, in an alternate embodiment the data contained in table 500 would be utilized as input to a multivariate statistical analysis or to create a continuous function that

15 would lead to values that selectively result in specific underwriting choices, exclusions or excess premium charges.

[0068] In FIG. 6, the partitioning begins at node 605 where the combination of technology 530 containing technologies 1,2,5,3,7 abbreviated TC (1,2,5,3,7) from Table 500,

20 leads to a bifurcation. A “yes” indicating that such a combination exists in the table entry 510, leads to node 610. A “no” , indicating that such a combination does not exists in the table entry 510, leads to node 650. At node 610, the table entry 510 that meet the criteria established at node 620 are listed and they are subjected to a second set of criteria, as for example, whether the type structure 520 falls below an ordering criteria 612 established by yet another criteria, which for

25 purposes of this description may be, a function of organizing type structures 520 on the basis of imperviousness to hurricanes, fire or other catastrophic events. In the present example, structures falling below the letter designation “H” will lead to node 620. At node 620 ordering criteria 613

5 classifies TE(1,2) into two classes at node 624 and node 630, respectively. A classification of
TE(2) is established at node 615 designated as Class A1A. In a like manner, a “no” decision at
node 620, leads to node 624 and a classification of A1B for TE(1). At node 650, TC(2,3,4,0,9) is
subjected to whether the combination of technologies include TC(2,3,4,0,9). If they do, then
those table entries are culled out for examination at node 660. At node 660 the table entry
10 TE(3,5,6,7) are tested against whether they meet the criteria 614, falling before “D” in the type
structure 520 column. If the criteria 614 is met, then a further node 670 tests each table entry 510
against a criteria 616 relating to the type structure being less than “B” in the table 500. Other
branches designated by node 560 may produce corresponding direction changes based upon a
test TS (L, D) 214 leads to node 672. A test TS (L, C) leads correspondingly to either the node
15 680 or a classification Class A, E 665. Finally at node 635 a class A2B is assigned to table entry
TE(5). Similarly at node 690 a type construction TC(1,2,4,3,0) is simply tested against the
existence of a table entry 510. If a table entry 510 does not exist then the node 665 assigns a
class A5A to the table entry or entries as may be the case. Various null paths such as null 680,
may be further assigned underwriting significance as the particular case may require. The various
20 paths that the decision tree follows in any particular instance represents a pruning of those “risk
branches” that were amenable to insurance coverage due to risk reduction mechanisms being
employed.

[0069] As will be apparent to those skilled in the art of computer software, the
25 programming language, and where and on what computer the software is executed is a design
choice. The foregoing description of decision tree 600 as configured is by way of illustration and

5 example only and is not to be taken by way of limitation, the spirit and scope of the present invention being limited only by the terms of the appended claims.

[0070] Although the present invention has been described and illustrated in detail, it is clearly understood that the same is by way of illustration and example only and is not to be taken
10 by way of limitation, the spirit and scope of the present invention being limited only by the terms of the appended claims.